

## Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

----- 111700

R 201035Z JUN 75

FM AMCONSUL KARACHI

TO SECSTATE WASHDC 8952

INFO AMEMBASSY ISLAMABAD

AMCONSUL LAHORE

UNCLAS KARACHI 1231

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: SPECIALIZED TRADE MISSIONS -- INCREASED

ADVANCE OFFICER ACTIVITIES

REF: (A) STATE A-9156, DEC 13, 1974, (B) ISLAMABAD

A-36, MAR 7, 1975, (C) STATE 140278

1. DURING THE TRIAL PERIOD FROM JANUARY 1 TO JUNE 30, 1975

CONGEN KARACHI HAS HOSTED ONE SPECIALIZED TRADE MISSION ON  
SHIPBUILDING AND PORT EQUIPMENT. THIS MISSION, CONSISTING  
OF REPRESENTATIVES OF TEN PROMINENT AMERICAN FIRMS, VISITED  
KARACHI APRIL 18-22, 1975. RECRUITMENT FOR MISSION DID NOT  
COMMENCE UNTIL A VERY LATE DATE AND THEREFORE IT WAS NOT POSSIBLE  
FOR THE ADVANCE OFFICER TO OPERATE WITHIN THE GUIDELINES OF  
STATE A-9156. INSTEAD, THE ADVANCE OFFICER VISITED KARACHI FOR  
TWO WORKING DAYS ABOUT THREE WEEKS PRIOR TO THE MISSION'S  
ARRIVAL AND WORKED WITH CONGEN OFFICERS TO CONFIRM BUDGET,  
ADMINISTRATIVE ARRANGEMENTS AND APPROVE THE TRADE MISSION  
PROGRAM ALREADY PREPARED BY THE CONGEN. ACTUAL PROGRAM  
ARRANGEMENTS, INCLUDING GROUP AND INDIVIDUAL APPOINTMENTS, ETC.  
WERE MADE BY CONGEN OFFICERS AS HAS BEEN THE CASE WITH ALL  
PREVIOUS TRADE MISSIONS TO KARACHI. THE SHIPBUILDING, PORT  
CONSTRUCTION AND MAINTENANCE EQUIPMENT TRADE MISSION TO PAKISTAN  
WAS A COMPLETE SUCCESS.

2. IN VIEW OF THE FOREGOING, POST IS UNABLE PROVIDE

PERTINENT COMMENTS REGARDING THE EFFECTIVENESS OF THE PROPOSAL

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TO INCREASE ADVANCE OFFICER S ACTIVITIES AS OUTLINED IN

REF A. HOWEVER, WE AGREE WITH THE POSITION TAKEN IN REF B THAT AT POSTS HAVING COMPETENT AND INTERESTED LOCAL AND AMERICAN COMMERCIAL STAFF, A SIGNIFICANT INCREASE IN ADVANCE OFFICER'S ACTIVITIES WOULD APPEAR TO BE UNNECESSARY AND POSSIBLY COUNTER-PRODUCTIVE. POST FULLY ENDORSES THE BALANCED ASSESSMENT CONTAINED REF B. WE CONTINUE TO BELIEVE THAT THE PREVIOUS DEGREE OF ADVANCE OFFICER ASSISTANCE IS SUFFICIENT. THE ADEQUACY OF AN ADVANCE OFFICER VISIT OF TWO FULL WORKING DAYS WAS AGAIN BORN OUT BY OUR EXPERIENCE WITH THE PORT MACHINERY TRADE MISSION IN APRIL.

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**TAGS:** BEXP, PK  
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